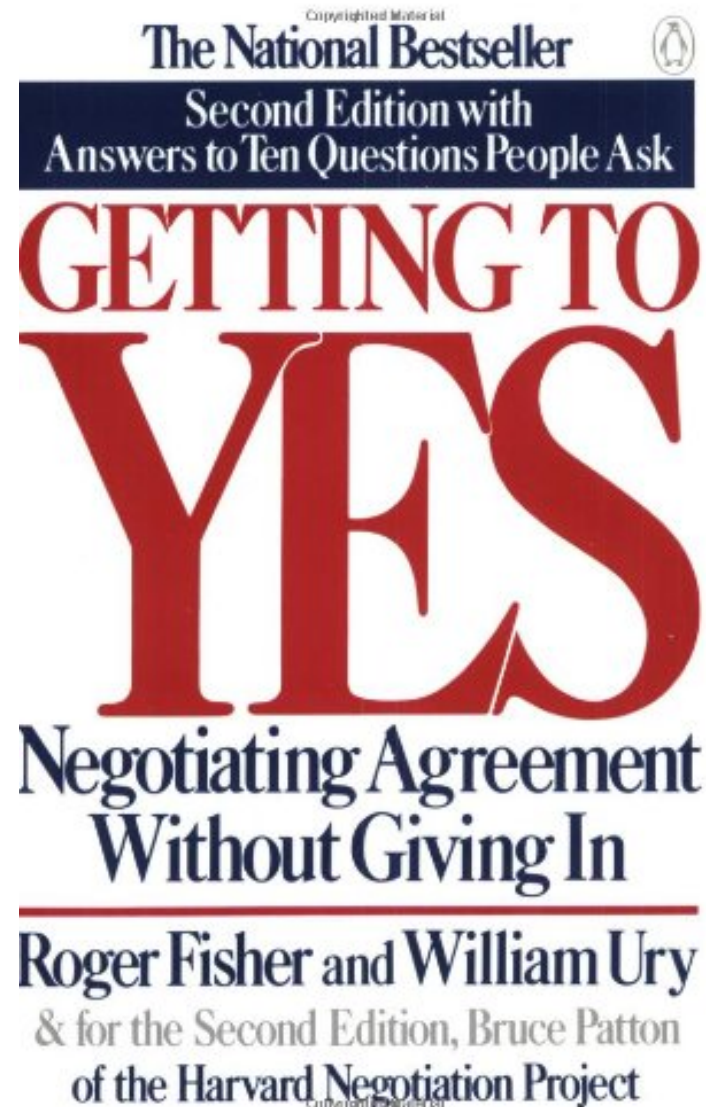
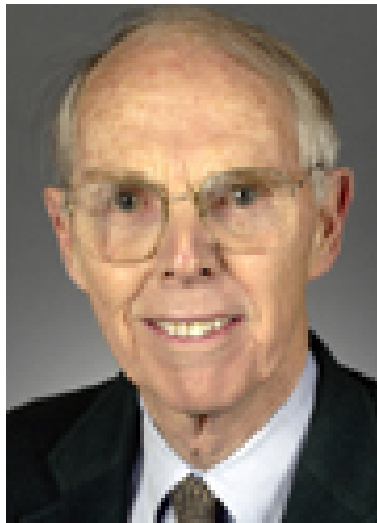


Consensus Building for Legislatures

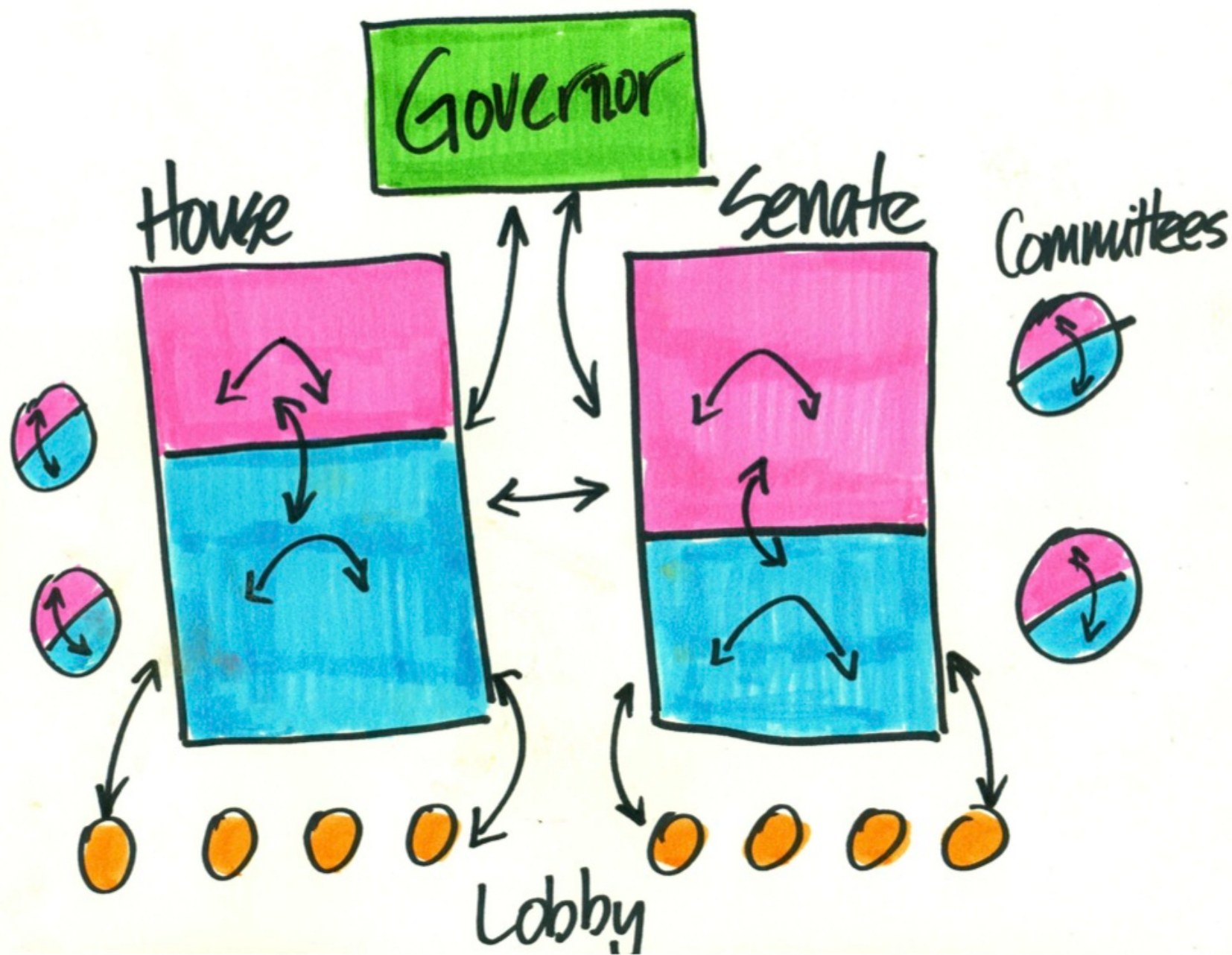


Dave
Landis



MA/ORITY
☒ RULES





Position

- Preferred solution
- "How much?" - answer



Interests

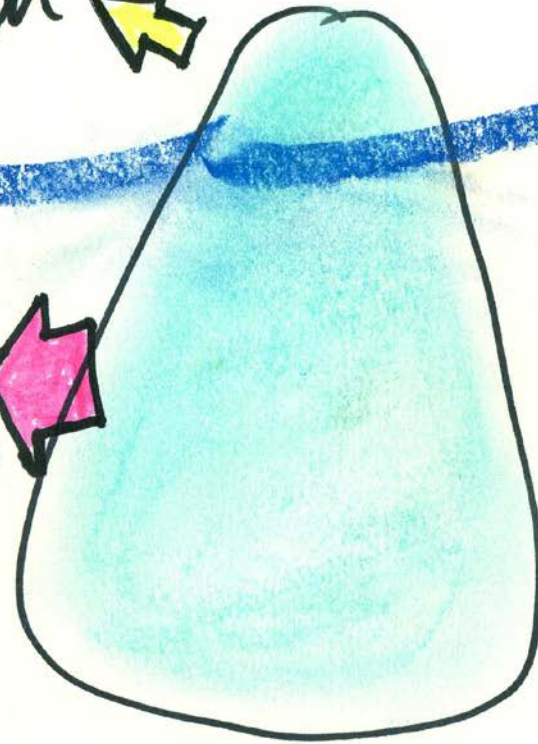
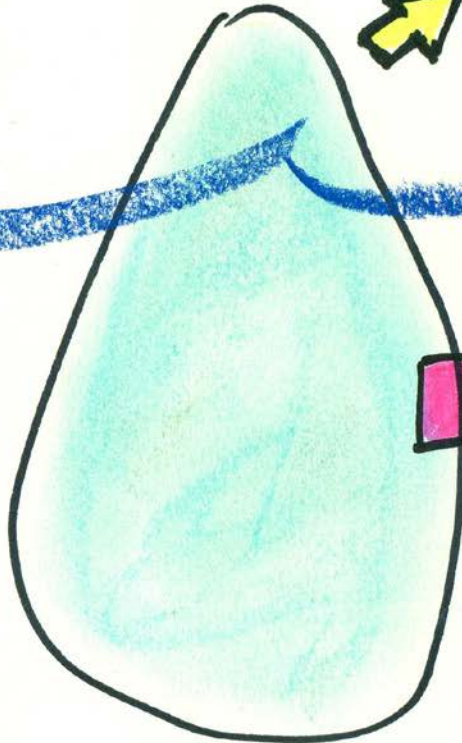
- Underlying motivations
- "Why"? - answer



Acceptable
Solution



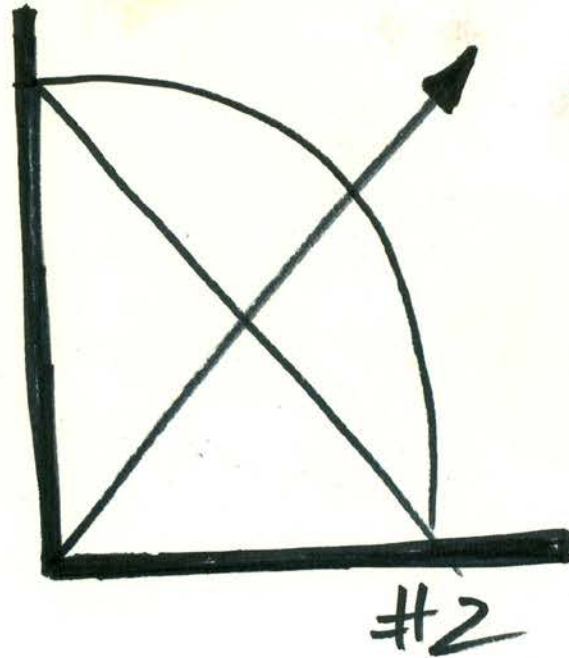
Wise
Solution



Three Kinds of Interests

Conflicting

#1



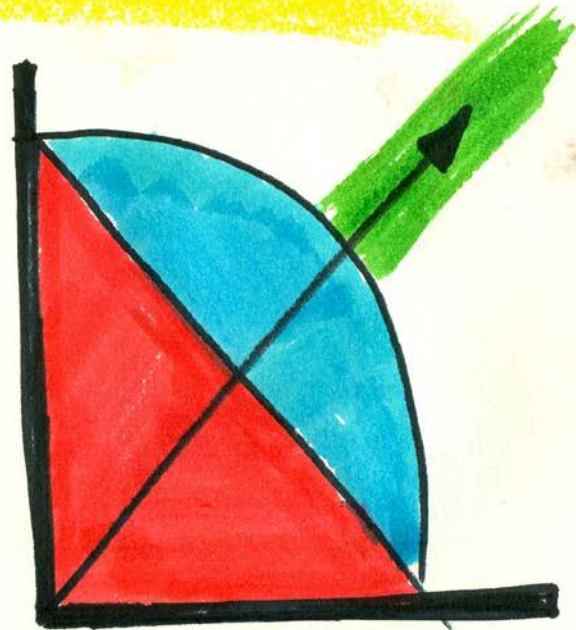
Complementary

Shared

Three Kinds of Interests

Conflicting

#1



#2

Complementary

Shared



5 Tools for Finding Joint Gain

- Interests before positions
- Trade across differences
- Fair process norms
- Objective criteria
- Trust through authentic communication

Legislative Process

- Bill introduction
 - Public Hearing
 - Committee Action
 - Floor Action
 - Conference Committee
 - Governor



Creative Problem Solving Process

- Convene
- Define Problem
- Invent Solutions
- Evaluate solutions
- Action Plan
- Implementation



Consensus Building Process

- Convene

- Assign Roles, Responsibilities

- Deliberate

- Problem definition

- Option development

- Nominate standards

- Single Text Procedure

- Decide

- Implement

Process Comparison

Stakeholders at table Stakeholders by Proxy

Talk early

Talk late

Process manager

Authority figure

Agree on process

Ad hoc process

Begin with problem

Begin with solution

Process Comparison cont'd.

Survey interests

Invent multiple options

Evaluate options

Search for joint gain

Goal: consensus

Survey positions

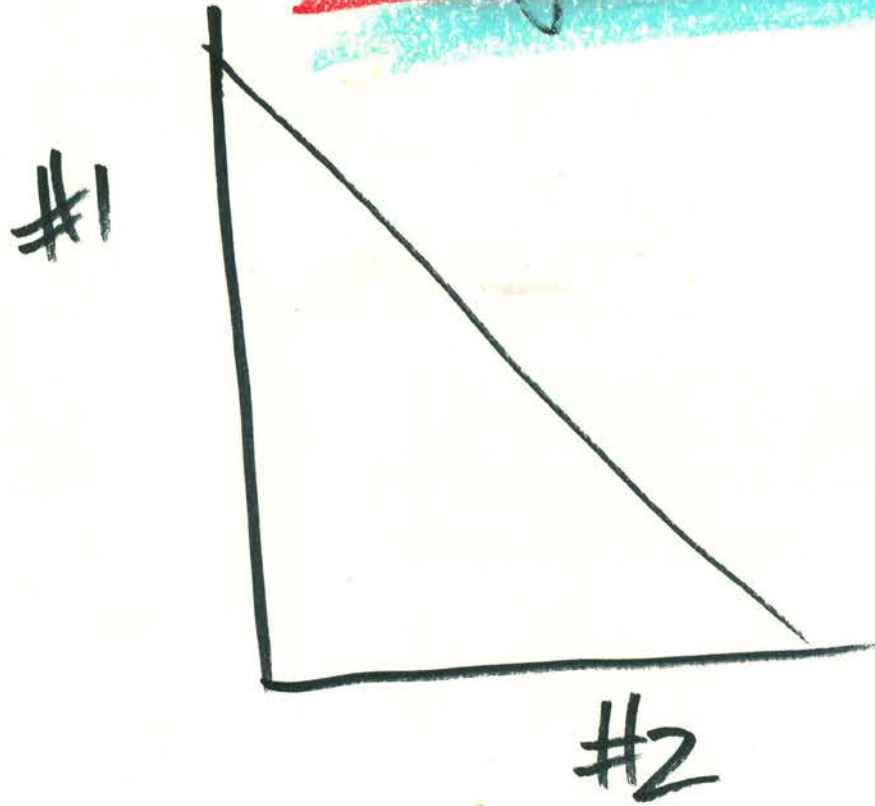
Narrow options

Debate

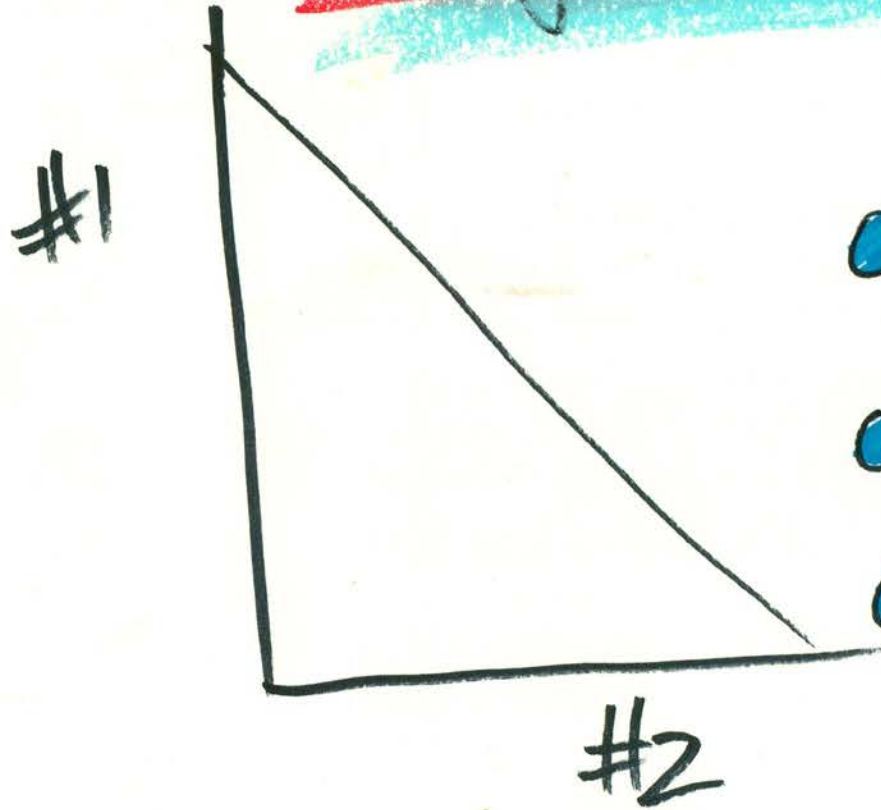
Search for midpoint

Goal: majority

Taming Conflicting Interests

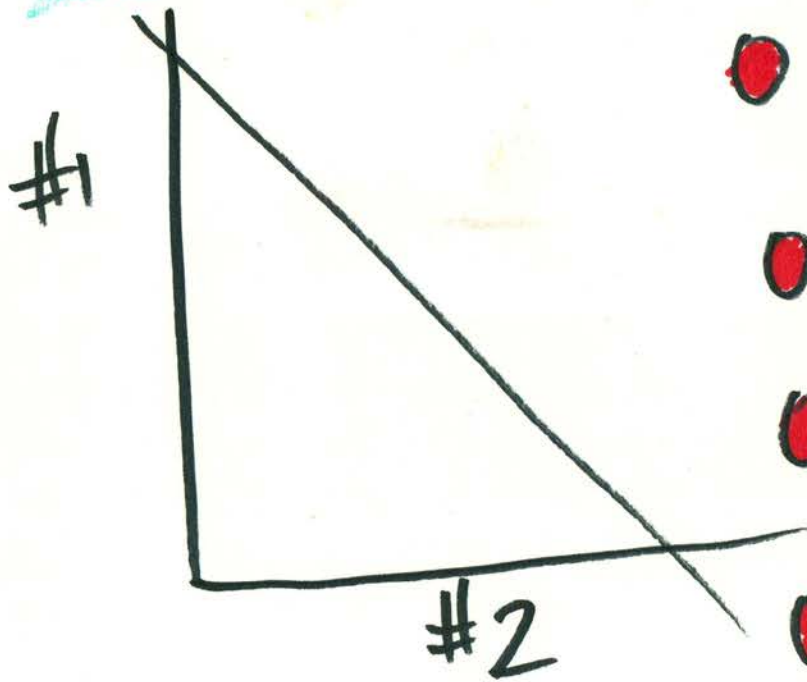


Taming Conflicting Interests



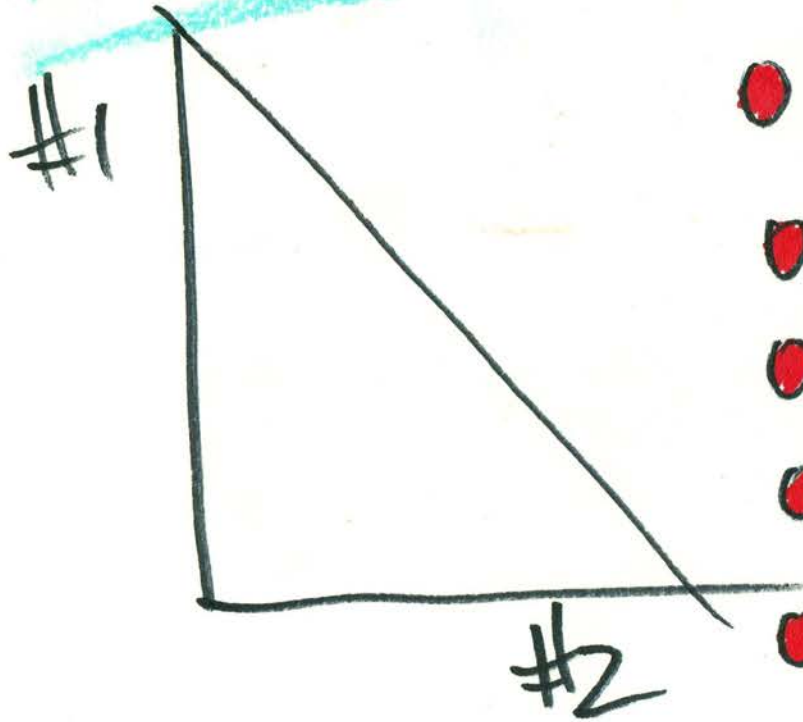
- Fair norms
- Fair standards
- Fair processes

Fair Norms



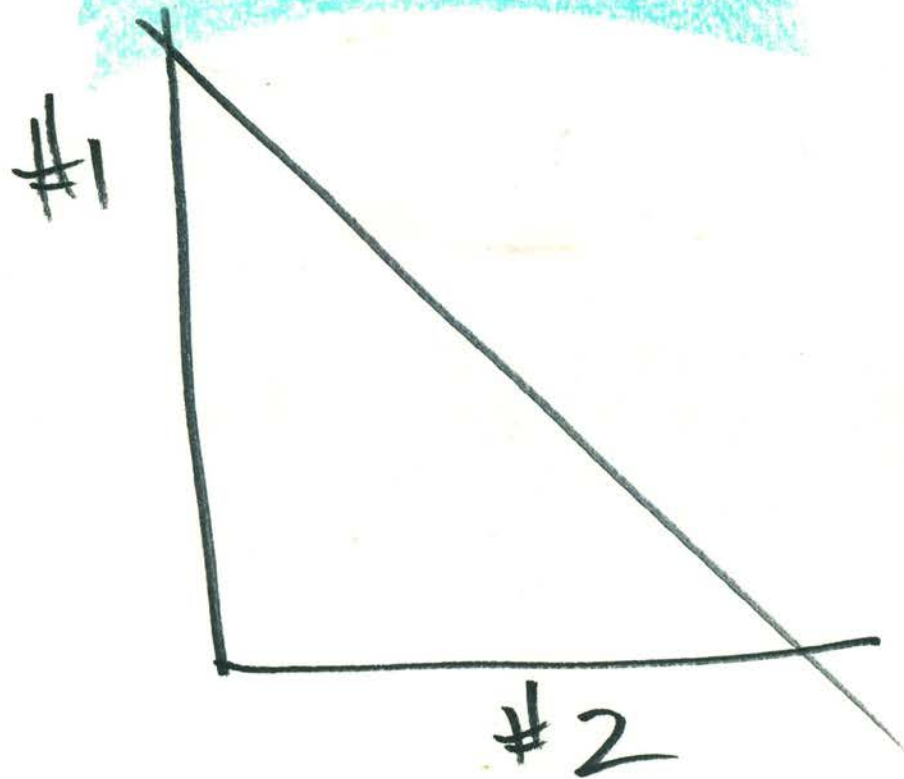
- Equal treatment
- Contribution
- Reciprocity
- Fair Market
- Need

Fair Standards



- Appraisal
- Tax value
- New minus depreciation
- Comparable sales
- Replacement
- Precedent

Fair Process



- Mediation
- Arbitration
- Divide and Choose
- Random selection
- Fair division procedures

Proposal

mm m m mmm

mm m m mmm

m m m m / 0

mm m 2 years mm

mm m mmm

mm m m mmm

Single Text Procedure

- Prepare preliminary draft
 - Invite criticism
 - Brainstorm options
 - Consider contingencies
- Redraft, repeat as necessary
- Ask for commitments

Proposal

mm mm mm mmmmm

~~mm mm mm mmmmm~~

mm mm mm mm 10

mm mm 20 years mm

mm mm mmmmm ...

mm mm mm ~~mmmm~~

Single Text Procedure

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- Redraft, repeat as necessary
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Proposal

mm m m mmm

~~mm mm m mmm~~

mm m m m 10

mm m 2 years mm

mm m m mmm ...

mm m m ~~mm mm~~

Single Text Procedure

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